Internship recruiting starts very early in the fall. All resumes need to be finalized and approved by September 1. Students need to be prepared for interviews by mid-September.

Entrepreneurship Definition
Creating new ventures that generate and capture value by realizing opportunities through creativity, innovation, knowledge, skill and passion while managing resources and risks.

What is Entrepreneurship?
The goal of entrepreneurship is to spur social development and economic competitiveness. It could include launching a startup, joining others in their new venture, working intrapreneurially within a larger organization, or even a combination of these over time. Individuals in this field will exercise skills from all majors and disciplines.

Career Titles
- Founder & Owner
- Senior Director of Campaigns
- Digital Video Supply Chain Leader
- Director of Finance
- Vice President
- Business Manager
- Director of Business Development
- Chief Technology Officer
- Senior Client Executive
- Leadership Development Program
- Change Leader
- Small Business Owner
- Business Analyst
- Marketing Manager
- Data Scientist IT
- President
- Digital Marketing Professional
- Real Estate Entrepreneur
- HR Specialist
- Strategy Consultant
- Corporate Account Executive
- Sourcing Manager
- Director, Marketing Communications
- Talent Scout
- Chief Business Officer
- Senior Managing Director
- Senior Contract Manager
- Project Program Management
- Senior Advisor
- Global Commodity Manager
- Senior Buyer
- Operations Leadership Development Program

Skills
- Business Development
- Decision Making
- Cross-Functional Teams
- Leadership
- Strategic Planning
- Marketing
- Cross-Cultural Collaboration
- Program Management
- Customer Service
- Financial Analysis
- Business Intelligence
- Communications
- Customer Service
- Market Analysis
- Sales
- Social Media
- Innovation

Notable Recruiting Companies
- Breathometer
- NeoLight
- Arizona State University
- HealthTech Women
- Maker Studios, Inc.
- All Walks Project
- Infusionsoft
- ABI Research
- Point B
- Mrktstreet
- Firebird
- CrossFit
- Dell
- Citrix
- Walt Disney
- Aptus Investments, LLC.
- Haute Barre
- American Express
- Amazon Instant Video
- Uber
- Google
- General Motors
- PetSmart
- HonorHealth
- Parchment, Inc.
- State Farm
- Global Strategy Group
Sample Internship Projects

- European Innovative Academy
  - Developed ordering system and supply chain data base using Access and SQL, performed analysis and assessment of applications and developed outsourcing strategy based on business needs
- Cartel Coffee: Developed a spreadsheet that combined 30+ daily orders to efficiently roast 8 different types of coffee in large batches to fulfill different size orders, Created incentive plan for managers to improve sales and monitor controllable costs by taking trends and seasonality into account

Key Terms & Acronyms

- Business Dictionary – Entrepreneurship, Management, & Small Business Terms and Definitions
- About Money – Entrepreneur’s Glossary

Sample Interview Questions

Traditional Questions
Behavior-based Questions
Situational Interviews
Questions to ask the employer
Phone Interview Tips

Sample Resumes

Template
First Year
Second Year

GCC Career Tools

Interview Stream
Vault
CareerShift
Glassdoor

Beyond-B School (access through WPC Connect)
RelishMBA
MBA Case

ASU Career Tools

Sun Devil CareerLink
Goinglobal
Candid Career

W. P. Carey Graduate Student Clubs

There will be a Student Club Fair in August where you can get more information about joining the different graduate student clubs.

W. P. Carey GPO Entrepreneurship Society

Professional Organizations

It is very important for students to consider joining professional organizations while in school. Students typically receive free or reduced membership prices. These organizations provide a wealth of resources in your chosen field, as well as opportunities to network with professionals. In addition, as a member of an
organization you can add this to your resume, which shows a commitment to your chosen field and is looked upon favorably by recruiters and hiring managers.

**United States Association for Small Business and Entrepreneurship** – Regular Membership $125, Student Rate $75

**Social Enterprise Alliance** – Regular Membership $100, some aspects FREE

**Startup Grind** – online global community. Phoenix chapter listed

**Edward Lowe Foundation** – focused on second-stage companies

**SCORE Greater Phoenix** – mentoring for small businesses

**Vistage**

**Ashoka**

**The Entrepreneurs’ Club**

**National Federation of Independent Business** – Online membership $195

**Forum for Women Entrepreneurs** – Regular Membership $199

Must be an owner for the following organizations:

**Entrepreneurs’ Organization** – Regular Membership $1900

**Young Entrepreneur Council**

**Young Presidents’ Organization**

**FoundersCard**

**Articles/Publications**

**Journal of Innovation and Entrepreneurship**

**Harvard Business School Articles**

**List of Entrepreneurship and Business Leadership Articles**

**Small Business Articles**

**World Entrepreneurship Forum**

**The Muse**

**Online Resources**

**Websites**

- [ASU Entrepreneurship and Innovation](#)
- [W. P. Carey Center for Entrepreneurship](#)
- [Bootstrapping 101](#)
- [Entrepreneur.com](#)
- [Entrepreneurship.org](#)
- [BusinessWeek Small Business](#)
- [Inc.com](#)
- [Forbes List of 100 Best](#)

**Twitter feeds**

- EntrepreneurshipASU: @entrepreneurASU
- American Management Association: @AMAnet
- Entrepreneur: @entrepreneur
- American Express OPEN: @OPENForum
- The Alternative Board: @TAB_Boards
- Young Entrepreneur: @YoungTrep
- Your Business Pal: @yourbusinesspal
- EntreLeadership: @Entreleadership
- Upstart: @upstart

**Newsletters**

- [Hacker Newsletter](#)
- [OKDork.com](#)
- [HubSpot](#)
Quick Sprout
KISSmetrics
Strategy+Business
Startups.co
Traffic Generation Café
Both Sides of the Table
SmartBrief
CB Insights
Small Business Labs

Videos
Entrepreneur Network
Developing the CEO Within You
Motivational YouTube Videos for Entrepreneurs
Ted Talks for Entrepreneurs
Startup Presentations
Quick Pitch – The Entrepreneurs Club

LinkedIn Groups
W. P. Carey School of Business at Arizona State University
Forte Foundation
The 2-Hour Job Search – Q&A Forum
On Startups - The Community For Entrepreneurs
Entrepreneurship & Innovation Central
Creative Entrepreneur Forum
Entrepreneur Magazine
Young Entrepreneur Connections
Global Entrepreneur Network – WBN
Social Entrepreneur Empowerment Network
Female Entrepreneur Association
Entrepreneur and Startup Network
Angel Investors
Startups and Entrepreneurs Get Funded
Think Like an Entrepreneur - Strategies and Ideas to Supercharge Your Career

LinkedIn Channels:
Enterpriseurship
Big Ideas & Innovation
Leadership & Management
VC & Private Equity
Social Impact
Green Business

Job Boards:
Escape the City
ReWork
VentureLoop
Highland Career Network
First Round Capital
VentureFizz

Alumni Success Stories
• LetsChat: Elizabeth Oviedo
• Curator Engine: Tim McElligott
• IPRO Tech: Kimothy Taylor
• Jobing.com & Recruiting.com: Aaron Matos
• LAVIDGE agency: Bill Lavidge